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Network Night details:

Healthy life, healthy business!
Date: Thursday July 17th, 2008
Presenters : Diana Pettie, Wayne Brooker, and Carole Gollidge
Time: 6.30pm for a 7.00pm start.
Ashton Manor (formerly The Abbey),
Main Street, Diamond Creek
(Mel: 11 K6)
Cost: Free to HomeBiz members, or
\$25 casual attendance (*note casual
rate change!*)

Phone 0417 358 280

July 2008

Nillumbik HomeBiz Networker

Presidents Report

It's July and next month is AGM. This will be the focus of many of us for the coming weeks and rightly so. The AGM decides the future of HomeBiz every year. Yes, we have a business plan, rules, policies, events and more. But it's the people who find the time to action it that matter. We are all busy. We all have customers, families, life balance and I am sure much more potentially preventing us from giving time. But somehow some actually do it and when the AGM comes along they put their hand up.

Some of you will know that I do not intend to re-stand as president of HomeBiz. In a sense this is an exciting time. There is an opportunity for renewal. A changing of the guard. I don't know who will make up the new committee but I hope it's a mix of old and new. Maybe now it's your chance to stamp your own influence on the future of this network that has helped me and others get to where we are today.

Kind Regards,

Kind regards,
Daryl Brooke
President Nillumbik HomeBiz Network
Mobile: 0433-948-258

Newsletter Editorial

Hey! A timely July newsletter...and one with impressive content.

Our member profile is Sandra Davies who manages the tables at the member nights - her childhood ambition is the last thing I'd have imagined.

There's a great list of business development courses on offer in this edition.

Kylie Moppert kylie@finrepsol.com.au

Healthy life, healthy business!

Achieving a health / work balance is not always as easy as it sounds. Presented by a panel of experts - business coach, gym manager and health consultant - the session will discuss practical and realistic ways you can incorporate a healthy lifestyle to ensure a healthy business. With all the 'goodies' available on the night, you can't afford to miss it.

Presented by :
Diana Pettie of Hopscotch Coaching
Wayne Brooker of Diamond Valley YMCA
Carole Golledge of Carole Golledge Health

Don't miss out - Register for your seat online at www.hbb.org.au or call Fee on 0417 358280

Committee News

Member Research

Preliminary findings of this project: People like the flexibility of network, want to talk about business issues, but formality is not necessary. Members like the collegiate nature of the network, they like the support, not just the "networking" ability. They value that we are all home based businesses with similar issues. Members like to know what other people are doing so to help each other, not to be marketed to.

October (Expo) breakfast

Committee is looking for a dynamic successful, business person that started as a home based business. Might also be looking for a social entrepreneur, sports person, entertainer, artist that may be a good speaker. Preferably someone who will present for free. - Ideas are welcome - please send them to Fee: saidanddone@primus.com.au

AGM August 17th

It only takes about half an hour, but

Member Profile

~ Sandra Davies ~



What event or thought caused you to start your first business?

I had a ready made opportunity and, by ticking the box for a retrenchment package, had the freedom to build a business around family life.

What's the nicest thing about your favourite customer/client?

I have many favourite clients who have now become firm friends and we support each other in our personal and business lives.

How have you divested your business of a client you didn't want?

All my clients are valued - however some are more valued than others!

What do you eat for breakfast?

I'm now a convert to Carman's muesli with yoghurt and enjoy this with a glass of orange juice followed by a cup of tea.

When did you start imagining yourself as self employed?

Ever since we had children (over 14 years ago) and wanted the flexibility of working for myself and around family life.

What did you want to be (when you grew up) when you were little?

A French interpreter.

Where did you take your last holiday?

Family holiday to Rye last Christmas.

What's the nicest thing about being you?

I love being able to help people and am passionate about working my own business around family responsibilities and commitments.

it's critical for the running of the network. The committee has five office holders and currently three ordinary members. All positions become vacant at the AGM. Nominations for the next committee are required 7 days before the AGM. Members can expect to hear about this important event more in coming weeks.

Contributed by Kylie Moppert
kylie@finrepsol.com.au

How would your friends describe you?

Organised, supportive, helpful, resourceful - and all done with a sense of humour.

Sandra organizes the presentation tables which are available at each network night. Tables are booked on a first-in basis. Three tables have been taken for the July meeting - so get in quick for the last table availability. Contact Sandra on 9439 0323 or sandra.davies@bigpond.com

June Network Night Review

Investing in Networking

Last Network Night Maeve Clonan gave us a clear and practical breakdown of networking and what it means for small businesses like ours. With her down to earth tips laced with the decorative language of her country of origin, her talk was both entertaining and useful. Now the whole of the Home Biz community knows what it means to look like you'd come through a hedge backwards, and the dire circumstances that may arise if you present yourself at a networking event in such a condition.

Unwilling to let us merely sit back and soak up information, she had us all on our feet, searching for someone we didn't already know, with the express goal of sharing interesting information about each other. Rather than seek to tell each other about our businesses, we were directed to find out something beyond the usual professional information we tend to swap. Leaving behind products, services and customer bases, we shared information about what we do when not running the business.

Maeve's acknowledgement of how hard some people find it to approach someone they don't know came as a huge relief to many people in the room, identifiable by their sighs of recognition as they realized they were not the only ones with a pathological fear of making a fool of themselves in the company of strangers.

Her invitation to find the people making the most noise in the room and joining them was a revelation for some of us - a light-bulb moment for many. Her advice to avoid sidling up to someone standing on their own at the side of the room, was equally enlightening and makes sense for both the bold and the faint-hearted among us. Thank you, Maeve.

Contributed by Maggie Broom dmbroom@bigpond.com

Maeve's networking tips

- Get up close and personal, try to get to know no more than 3 people
- Networking is the ultimate word of mouth marketing opportunity
- People buy from people who project a positive impression
- Be Prepared, Confident and Focused
- Know what your outcomes are

Contributed by Maeve Clonan
maeve@syobaustralia.com.au

NEW MEMBER:

Paul Ramsdale

Jayrose Risk Services

Phone: 1300 554 125

Mob: 0421 573 070

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Email: p.ramsdale@jayrosegroup.com.au

www.jayrosegroup.com.au

Jayrose Risk Services is a consulting firm that is able to assist employers throughout Australia with OHS, WorkCover and Injury Management responsibilities.

Breakfast series!

Home based business people don't often get the opportunity for a 'water-cooler' chat. If you find working on your own sometimes a little too lonely, come along to a Homebiz breakfast.

Eltham breakfasts, held every 4th Tuesday at Do-Lunch café, is a program of professional development forums. Hurstbridge breakfasts, on the 1st and 3rd Tuesday at The Post Café, are a more informal discussion around a member's business issue.

Details on our website.

Inaugural MCEI Mini Expo & Conference

In Melbourne on July 21st: delegates will be led on a fascinating and rewarding journey by over a dozen key business presenters, as they investigate various channels proven to be successful in increasing sales.

Presenters include such prestigious and dynamic business operators as **Jodie Ensor** from South Australia and winner of the 'Australian Marketer of the Year';

Rod Myer, journalist at the Age and PR Expert; and

Leanne Davidson, author and winner of Australian Best Self-Published Book Award.

There are over \$500 worth of **free gifts** plus a door prize of a Blackberry (value \$800) - so you will well and truly get your money's worth at this Conference!

For more information go to the Marketing Association's website www.mcei.org.au chose 'Mini Expo & Conference'

Upcoming business programs

Marketing, financial and computer skills are the focus of the small business seminars and workshops being held in Nillumbik through August and September.

The **Marketing Health Check** program offers two interactive workshops that will help you to see if your business is on track and where it needs an injection of new marketing ideas and actions. The workshops will be facilitated by Jenny Clarke, a qualified and experienced marketing professional (and a NHBN member), who will provide hands on advice on what you should be doing, and more importantly how to do it. The workshops will be held on the 19 and 26 August.

Good computer skills are essential for most small business operators. Nillumbik's series of three workshops being held through August and September aim to address some of the key areas in which these skills are needed. **Powerful presentations** on 15 August is for business people who need to give presentations to clients and other business contacts, using Microsoft PowerPoint. **Excel for small business** covers tips, tricks and shortcuts to assist you to improve your use of Excel for keeping your business information. Excel will be held on 29 August. The popular **enewsletter workshop (using Microsoft Publisher)** is being repeated on 12 September. These hands-on computer workshops will be run by Donna Hanson of Prime Solutions. Numbers are limited for each of the workshops so register early.

Call Julie on 9433 3315 to register for the Marketing and Computer workshops, or go to www.nillumbik.vic.gov.au >Business and Tourism > Business seminars and programs.

Living and Learning Nillumbik is hosting two more of the successful Under New Management series: **Financial controls** on 6 August and **Understanding financial statements** on 20 August. Both seminars run for 2 hours and registrations can be made at www.business.vic.gov.au/workshops

The **Livewire** program is a user-friendly, convenient and affordable way to keep informed about the web and its development on your business. Nillumbik, Banyule, Manningham, Whittlesea and Darebin Councils have joined forces with The eTeam to provide bi-monthly information and networking nights addressing key topics on how to do business or improve your business using the internet. The August Livewire events will be held at Preston on 6 August and at Doncaster on 20 August, the topic is **Establishing a professional website**. Register online at www.theeteam.com.au

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